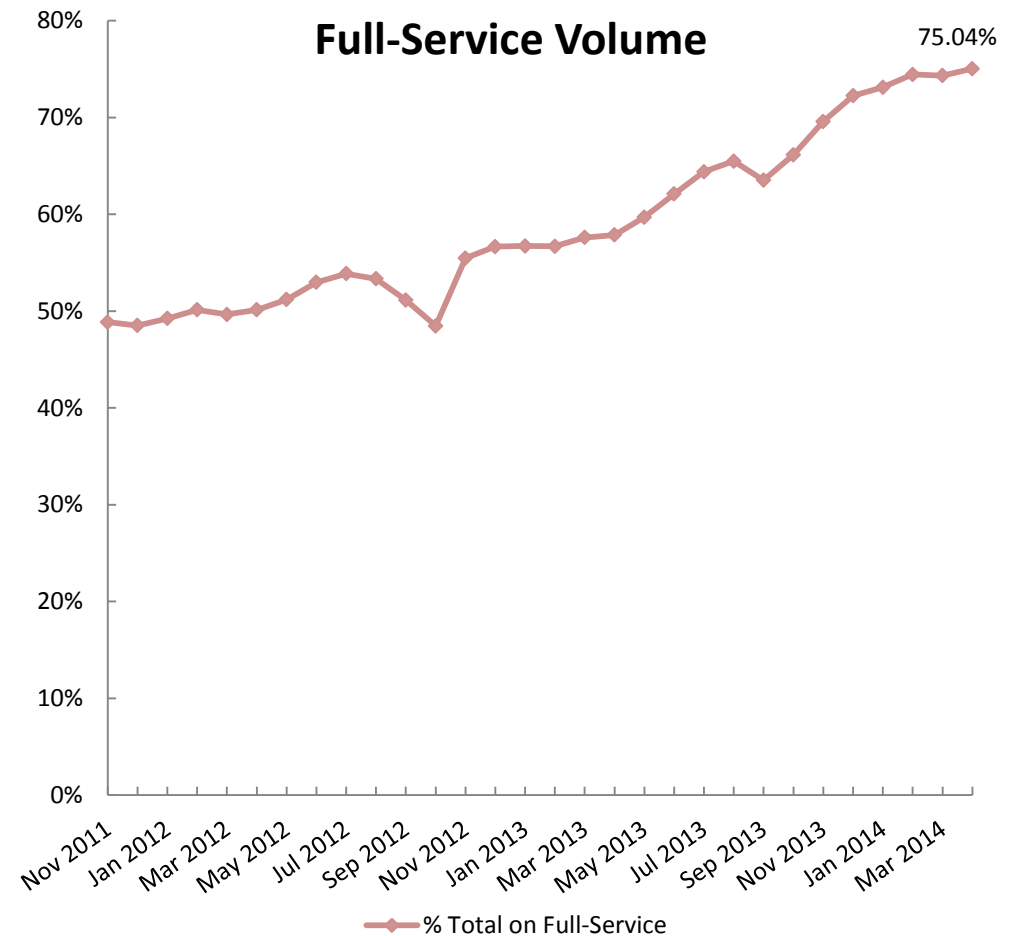


# **MTAC Mail Entry Update**

- Full-Service
- eInduction
- Seamless

## 75% of total volume is Full-Service

- Working towards 100% mailer adoption
- Active Mailer Contact
- Promoting Software vendors with certified solutions




## Promote Benefits

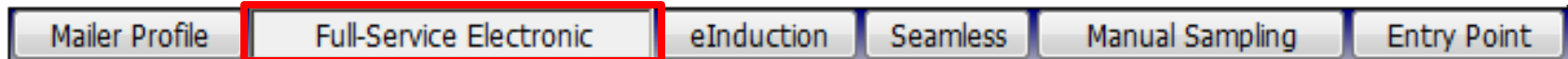
- Access to lowest rates possible
- Visibility
- Free Address Correction
- Permit Fee Retirement
- Mail Anywhere

## Options to Further Adoption

- Free ACS for residual Single Piece
- Trend Based Move Update Assessments
- DMU
- Postal Wizard Terminal

- Full Service Electronic Verification Approach

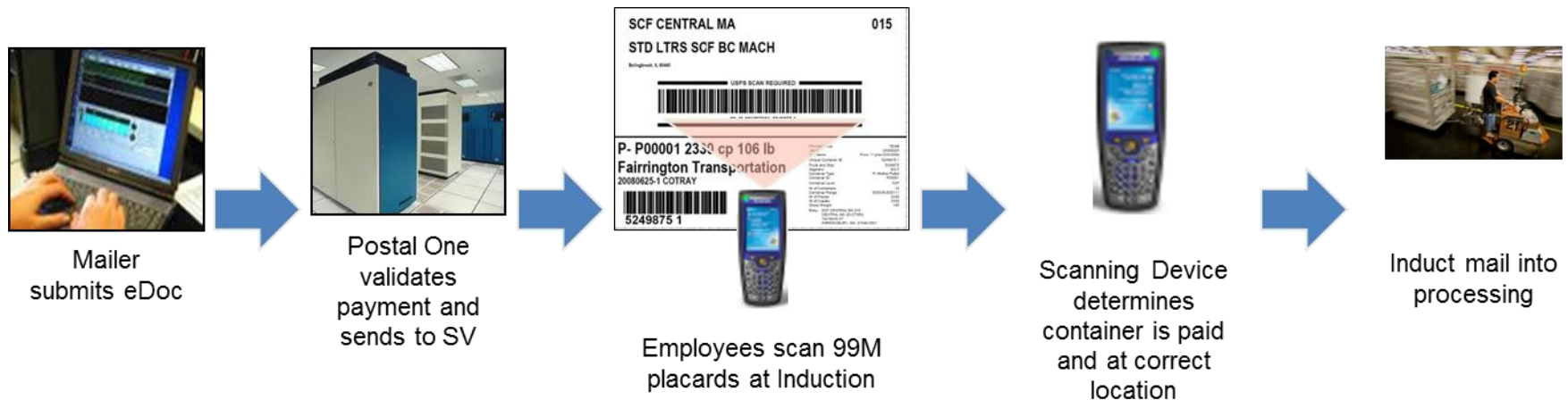
Full Service Verifications	Thresholds	April Percentages
Service Type ID	2%	99.95%
Mailer ID	2%	99.87%
Unique Piece Barcode (IMb)	2%	97.99%
Unique Tray Barcode (IMtb)	2%	99.66%
Unique Container Barcode (IMcb)	2%	99.29%
 By/For	5%	89.25%
Co-Palletization (.OCI)	5%	96.76%
Entry Facility	5%	99.95%



- Actively working with Mailers on Scorecard Metrics
- USPS fixing Issues/Gaps in Aug. 2014
- Invoice Amount displayed in Oct. using Sept. Data
- **No assessments until Jan. 2015**

Mailer Scorecard		MARCH 2014
		Verifications
Mailer Profile    Full-Service Electronic    eInduction    Seamless    Manual Sampling		
<input checked="" type="radio"/> # Metrics <input type="radio"/> # Trending <input type="radio"/> % Metrics <input type="radio"/> % Trending		
		Full-Service Elec
eDoc Submitter	Total	
# Containers	795	795
# Handling Units	16,559	16,559
# Pieces	3,104,648	3,104,648
# Full-Service Pieces	3,068,125	3,068,125
# OCI Errors	10,092	10,092
# MID Container Errors	--	--
# MID HU Errors	--	--
# MID Piece Errors	--	--
# STID Errors	--	--
# By/For Errors	270,134	270,134
# Barcode Uniqueness Container Errors	--	--
# Barcode Uniqueness HU Errors	--	--
# Barcode Uniqueness Piece Errors	6,267	6,267
# Entry Facility Container Errors	--	--
# Entry Facility HU Errors	N/A	N/A
Total Additional Postage Due (Full-Service Electronic) - Info Only	N/A	N/A
# Early Scheduled Ship Date Warnings	36	36
# DMU Verified USPS Transported Containers	795	795
# CSA Container Warnings	285	285
# Default Tray Barcode Warnings	--	--
# OCI Warnings	1,007	1,007

## Streamlines Drop-shipments and Expedited plant loads



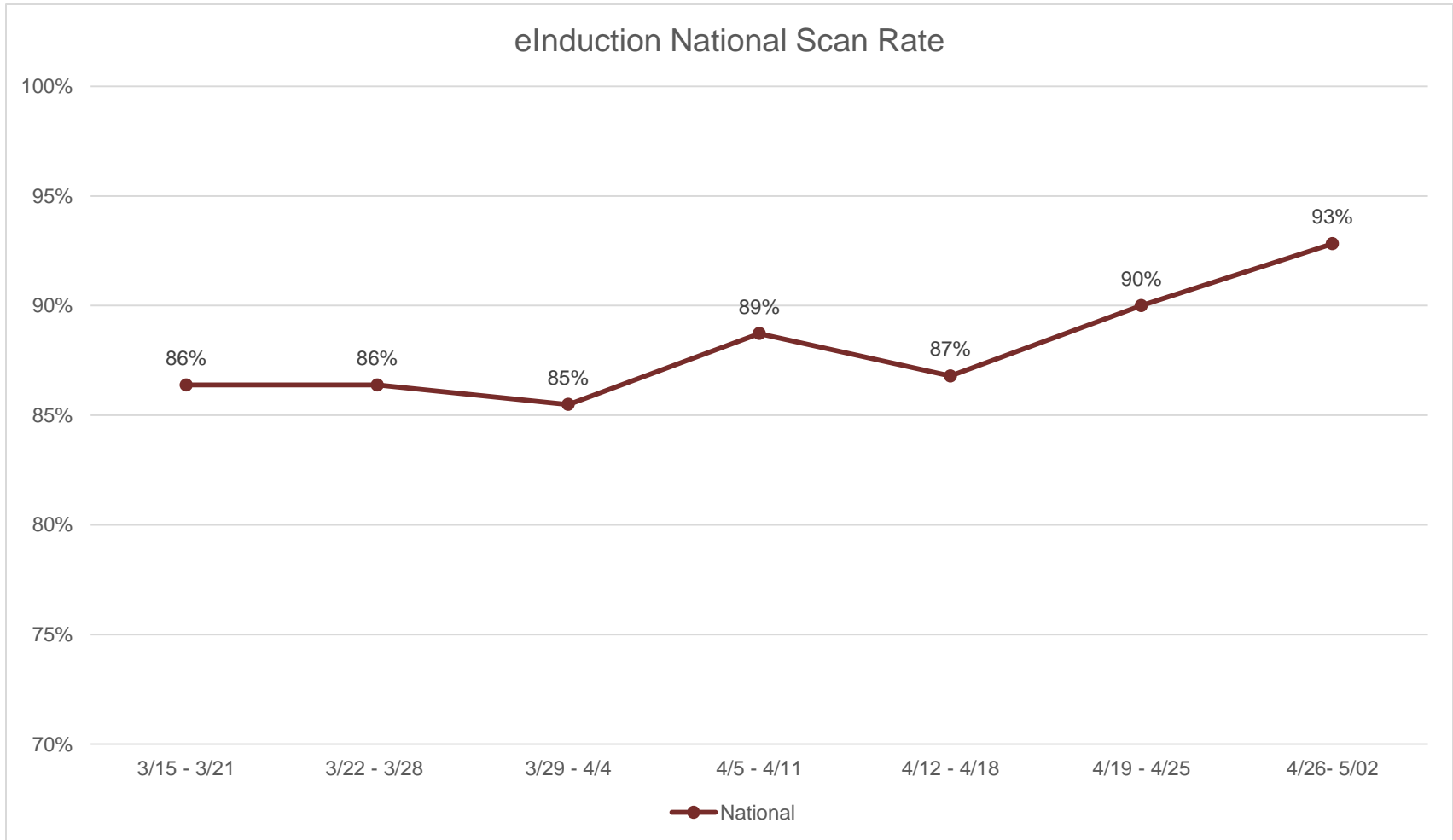
**eInduction will result in quicker appointment processing, reduce errors, and improve revenue protection**

### Paper 8125/8107

- Paper forms required for all shipments
- Entire shipment is held until resolved
- Appointment issues are resolved by calling origin site (if open)
- Entry discounts and induction location validated manually

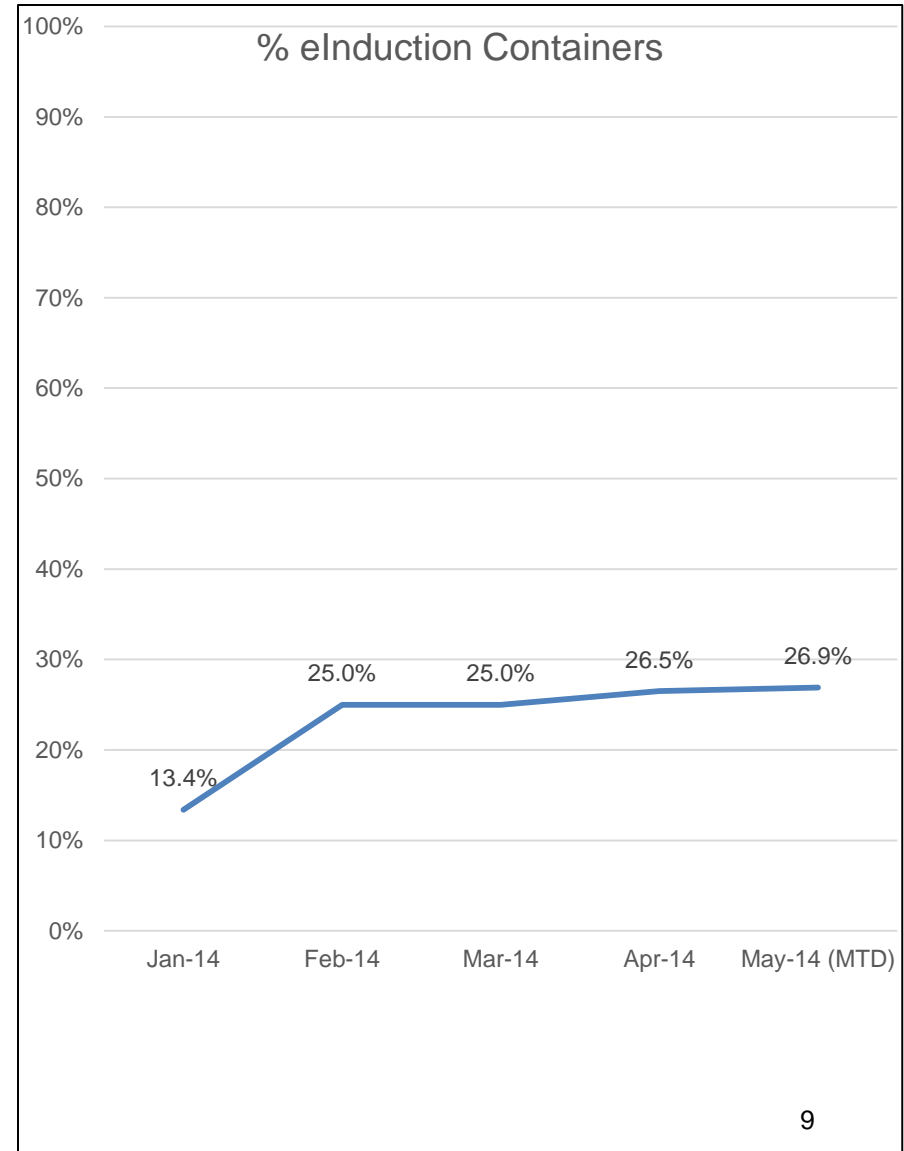
### eInduction

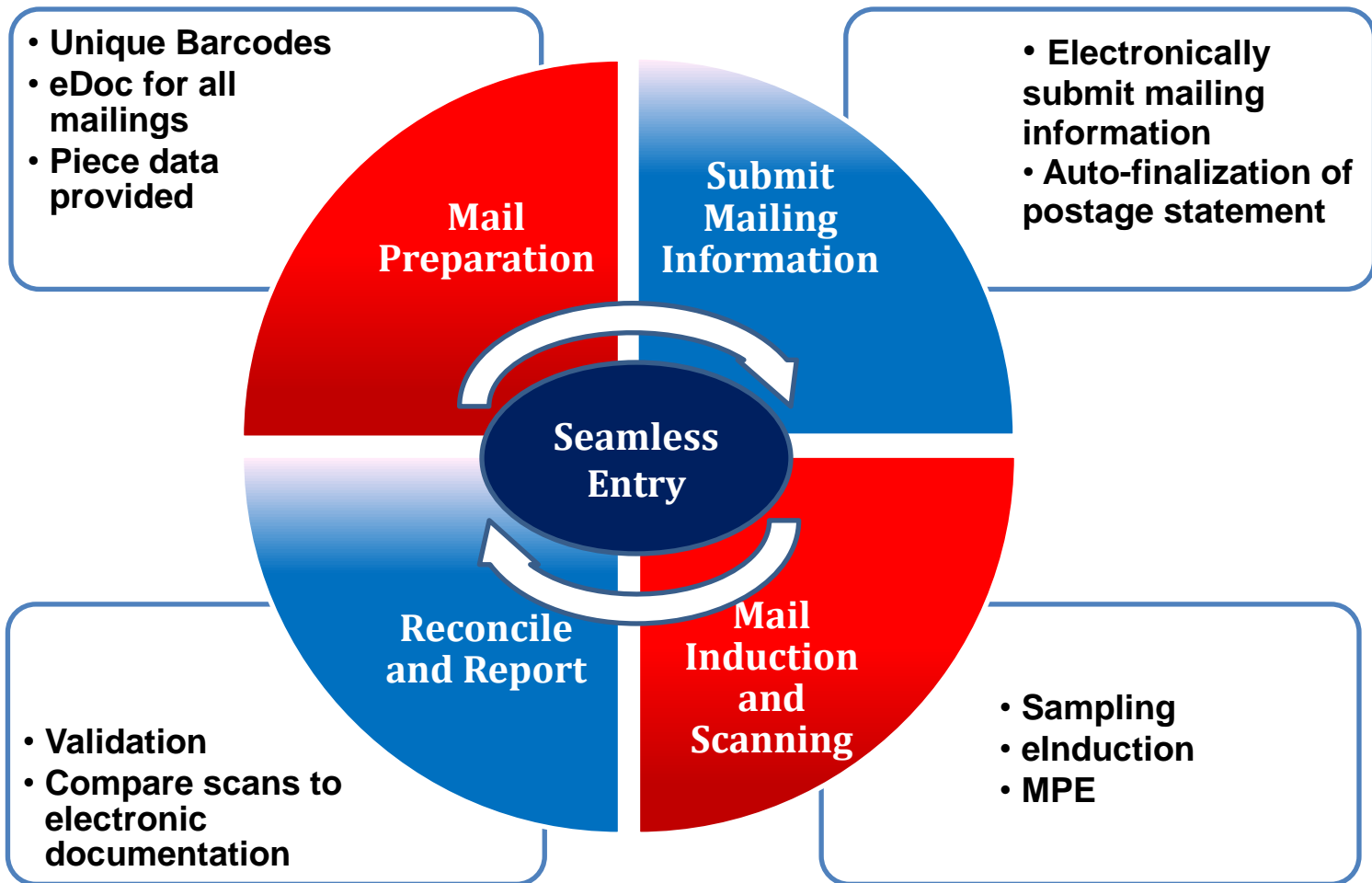
- No paper forms required for drop shipment
- Containers resolved individually
- 24/7 appointment resolution via NCSC
- Automated validation of entry discounts





- 27% Adoption (49 Mailers)
- WG 138 resolving issues
  - Invoicing
    - Invoices available Jan 2015
    - Time to Review/Validate Prior to Assessment
    - Communication/Reporting
  - Non-SV Solution
    - October 2014 Deployment
    - Including Hubs/DDUs



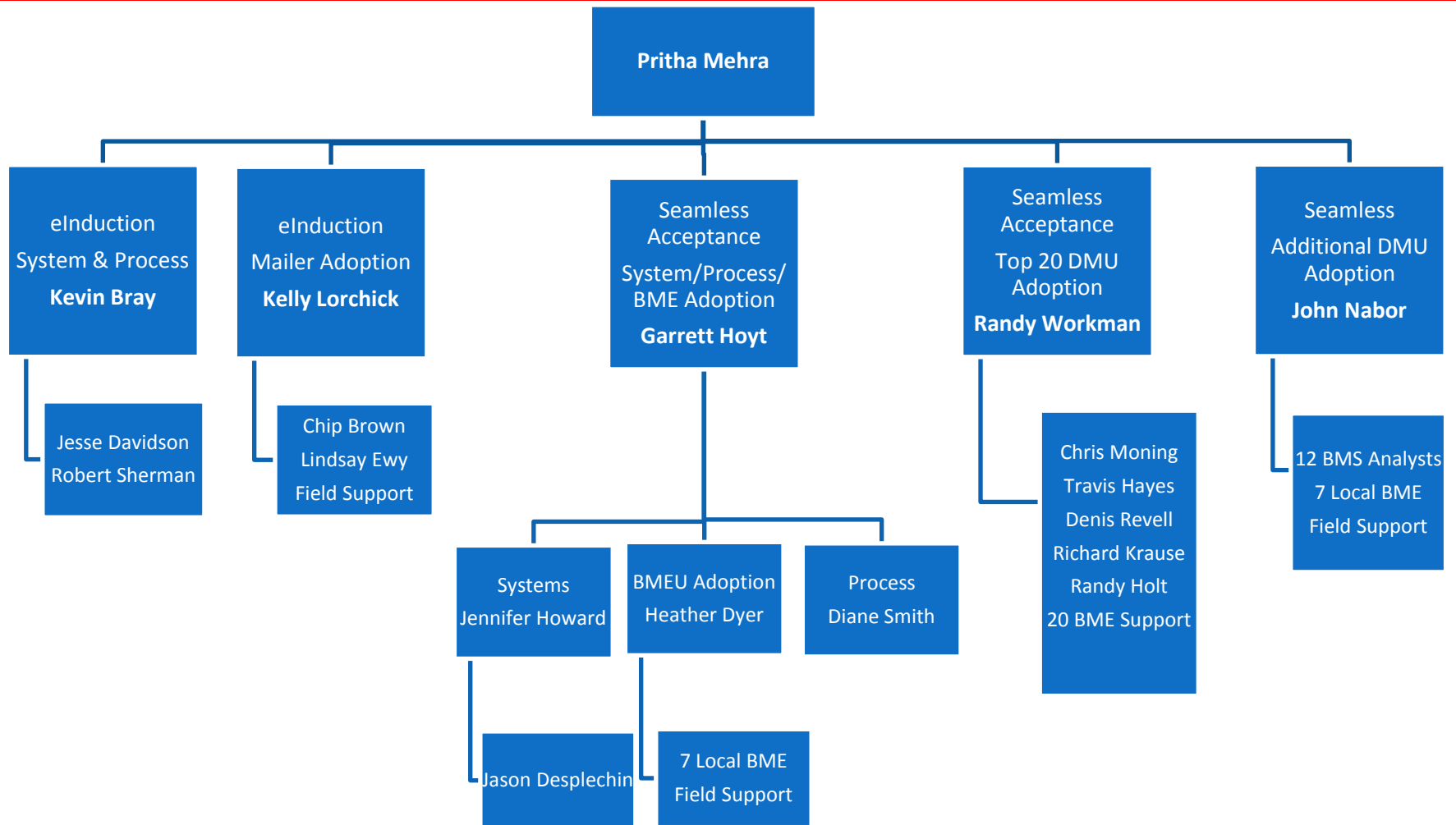


Verification	eDoc	Census	Sampling	Mailer Contact Threshold	Egregious Threshold
Undocumented		X	X	0.5%	0.8%
Delivery Point	X			2%	5%
Move/Update		X		0.5%	0.5%
Nesting/Sortation (MPE)		X		1%	3%
Nesting/Sortation (eDoc)	X			2%	4%
Nesting/Sortation (Sampling)			X	3%	5%
Mail Characteristic			X	0.1%	0.5%
Postage			X	2%	5%
Weight			X	3%	5%

Need your support in Migrating to Seamless

	# Sites	# Pieces	% Total Volume
Seamless Acceptance	21	297,663,342	2.73%
Approved Mailers	58	874,709,085	8.02%
Parallel Mailers	112	2,149,619,944	19.70%
New Parallel Mailers	362	2,012,711,669	18.68%
<b>Total</b>	<b>553</b>	<b>5,334,704,040</b>	<b>49.13%</b>

- 90 Day Focus
  - Aggressively fix system Issues
  - Increase Full-Service, eInduction, Seamless Adoption
  - Enable Seamless Parallel for DMUs Over 90% FS: Jun 1
    - Provides Visibility to Seamless Verifications (Mailer Scorecard)
  - Created Focus Teams to Maximize Mailer Support
    - BMEU vs. DMU
    - By Mailer Size/Type
      - MLOCR, List, CoPal, CoMail, etc.
    - By Product Category where applicable



**Bob Rosser  
Director of Postal Affairs  
IWCO Direct**

- **MSP:**
  - More efficient and streamlined
  - Opportunities to do more without constraints in a 24/7 environment
  - Less ongoing risk and costs than traditional DMU verification and MERLIN
  - Leads to path of automated decision support
  - Proven product quality – platform for innovation
- **Mail Owner:**
  - Transparency and visibility
  - Expect this to become new de facto requirements for new NSAs, etc.
  - Leads to Bottom-up costing for a change to pricing models



- **Logistics Services Providers:**
  - More efficient and streamlined operations
    - Without DSMS , 8125s are a bear and cost to manage
    - Without DSMS, eInduction gives the advantages of DSMS to get mail moving
    - With DSMS, eInduction rejects will prevent Undocumented Charges for Seamless clients – potential new revenue stream for justifiable fees.
    - With DSMS, it will reduce early delivery risks from use of existing legacy systems
    - Easier freight claim reconstructions with Seamless/ eInduction for mail on a truck
    - Potential for competitive differentiation if you are able to link content, volume, and work content information reliably for USPS operations ( e.g. accurate arrival profile)
    - Quicker and less expensive POD